



Faculty of Commerce and Administration

Research and Awards Newsletter

FROM: *Ulrike de Brentani, Associate Dean
Research and Ph.D.*

DATE: 30 August 1993

● **COMMERCE 1992-93 SUCCESSES**

● **EXTERNAL GRANT AWARDS**

A. SSHRC - SOCIAL SCIENCES AND HUMANITIES RESEARCH COUNCIL OF CANADA (1993---)

Mohamed Khalifa, DS/MIS

*A Structural Equation Model for Ease of Learning
User Interfaces.*

Jean McGuire, Management

*Corporate Governance, the Board of Directors and
Agency Theory.*

Tae Park, Finance

*Determinants of Trading Volume in Equity Options
and the Demand for New Equity Options Contracts.*

Bruce Prince, Management

David Waldman, Management

*Effective Performance Appraisal Practices for a
Total Quality Management (TQM) Strategy.*

Alan Saks, Management

*A Process Investigation on the Effectiveness of
Post-Training Intervention for Skill Maintenance
and Generalization.*

Latha Shanker, Finance

*Financial Institutions in Canada and Determinants
of Risk Management: Efficiency and Leasing.*

B. NSERC - NATURAL SCIENCES AND ENGINEERING COUNCIL OF CANADA (1993---)

Jean-Marie Bourjolly, DS/MIS

*Production Planning Problems: Design of
Algorithms.*

Mohan Gopalakrishnan, DS/MIS

Lot Sizing Models for Production Planning.

Mohamed Khalifa, DS/MIS

*Development of a Knowledge-Based Interface
Design and Evaluation System.*

C. FCAR - FONDS POUR LA FORMATION DE CHERCHEURS ET L'AIDE A LA RECHERCHE (1993---)

"Nouveaux Chercheurs"

Mohan Gopalakrishnan, DS/MIS

*Modeles de Dimensionnement de Lots pour
Planification de la Production.*

Alan Saks, Management

*Examen de l'Efficacité de la Formation sur le
Comportement et les Resultants en Matière de
Recherche d'Emploi.*

"Team Grants"

Vishwanath Baba, Management

Muhammad Jamal, Management

Gary Johns, Management

*Les Liens Individu-Organisation, Leurs
Antecedents, Leurs Processus et Leurs
Consequences.*

(EXTERNAL GRANTS - continued)

D. CCMD - CANADIAN CENTRE FOR MANAGEMENT DEVELOPMENT

David Waldman, Management
Performance Appraisal and Total Quality Management within the Public Service Sector: An Investigation of User Preferences.

E. CAAA - CANADIAN ACADEMIC ACCOUNTING ASSOCIATION

Jeong B. Kim, Accounting
The Profitability of Accounting-Based Investment Strategies: Further Evidence on Market Inefficiency.

● UNIVERSITY RESEARCH GRANTS

A. FRDP - "START-UP" GRANTS

Deborah B. Fenner, DS/MIS
Designing Computerized Support for Real-time Dynamic Decision-making Environments: From Requirements Determination Through Features Testing.

Mark D. Flood, Finance
An Investigation of Alternative Price Communication Schemes in Decentralized Financial Markets.

Terri Litouchy, Management
The Study and Training of "Win-Win" Negotiations in International and Intranational Business Negotiations.

B. FRDP - "TARGETED" GRANTS

Jean-Marie Bourjolly, DS/MIS
Applications of Operations Research Techniques to Industrial Planning Problems.

Themis Politof, DS/MIS
Market Structure and Strategic Decisions of a Firm: A Game-Theoretic Approach.

● FACULTY OF COMMERCE GRANTS

A. M.SC. STUDENT THESIS GRANTS

Kemal Büyükkurt, Marketing
Rania Ijhaish
The Effects of Environmental Uncertainty and Degree of Competition in Market Knowledge Utilization in Organizations.

Kemal Büyükkurt, Marketing
Nathalie Pedicelli
An Empirical Study of the Life Style Differences Between the "Baby Boom" and the "Baby Bust" Generation.

Mohan Gopalakrishnan, DS/MIS
Mohamed Khalifa, DS/MIS
Luc Rochette
Measuring the Quality of Information Systems: A Total Quality Management (TQM) Approach.

Arvind Jain, Finance
Valerie Victoor
Measurement of Currency Risk: Application of Integrated Approach to Lumber Industry.

Abol Jalilvand, Finance
Lina Taher
Debt Maturity Structure: An Empirical Examination.

Abol Jalilvand, Finance
Bahram Dadgostar
Garch Effects in Stock Prices: Possible Explanation by Volume and Number of Trades.

Muhammad Jamal, Management
Barry Kaufman
Humour as a Moderator between Job Stress and Burnout.

Lea Katsanis, Marketing
Suzanne Mhanna
Aids Prevention and College Students: Behavioral Change and the Role of the Sources of Influence.

(FACULTY OF COMMERCE GRANTS - continued)

C. SEED GRANTS

Ibrahim Aly, Accounting
Health Care Cost Containment: Implications for Standard Cost Systems & Cost Driver Analysis.

Annamma Joy, Marketing
Marketing and the Arts in Canada.

D. PHARMACEUTICAL GRANTS

Lea Katsanis, Marketing
Identification of Job Performance Evaluation Criteria for Canadian Pharmaceutical Product Managers.

Rick Molz, Management
Jean McGuire, Management
External Change, Core Competence and Competitiveness in the Pharmaceutical Industry.

● FACULTY "BEST PAPER" AWARDS

A. BEST PAPER (European Marketing Academy Conference-EMAC, May 1993)

Ulrike de Brentani, Marketing
Characteristics of a Successful New Product Development Process for Industrial Financial Services.

B. BEST INTERNATIONAL BUSINESS PAPER (Administrative Sciences Association of Canada-ASAC, June 1993)

Louis Hebert, Management
Should Control be Shared?

C. BEST EMPIRICAL PAPER (International Academy of Business Disciplines, April 1993)

A. Bakr Ibrahim, Management
Strategy Types and Small Firms' Performance: An Empirical Investigation.

D. BEST PAPER (Academy of Management Conference, August 1993)

Alan Saks, Management
Moderating and Mediating Effects of Self-Efficacy for the Relationship Between Training and Newcomer Adjustment.

● PH.D. & M.SC. STUDENT AWARDS

A. FCAR - BOURSE DE DOCTORAT
Ian Rakita, Finance (Ph.D.)

B. ALCAN DOCTORAL FELLOWSHIP
Eva. M. Phillips, DS/MIS (Ph.D.)

C. J.W. McCONNELL MEMORIAL GRADUATE FELLOWSHIP
Bella L. Galperin, Management (M.Sc.)
Rania Ijhaish, Marketing (M.Sc.)
Ian Rakita, Finance (Ph.D.)

D. CONCORDIA GRADUATE FELLOWSHIP
Louise Kelly, Management (Ph.D.)
Anamitra Shome, Accounting (Ph.D.)
Xijia Su, Accounting (Ph.D.)

For future *Research and Awards Newsletters*, please sent information items to:

Ulrike de Brentani, Associate Dean
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Faculty of Commerce and Administration
GM 403-17 (848-2702 or 848-2707)

(FACULTY OF COMMERCE GRANTS - continued)

Mohamed Khalifa, DS/MIS

Michel Savoie

Representation and Evaluation of the User Interface.

Chung Koo Kim, Marketing

Claudia Scolaro

Price-Induced Asymmetric Switching High and Low Quality Intertype Transportation Services.

Lawrence Kryzanowski, Finance

Cyril Bonnet

The Determinants of the Means of Payment in Cross-Border Transactions with some evidence from Canadian, U.S. and U.K. Transactions.

Michel Laroche, Marketing

Marc Tomiuk

The Development of a Multidimensional Measure of Acculturation: Empirical Evidence and an Application in Consumer Research.

Danielle Morin, DS/MIS

Beata Mielcarek

Statistical Analysis and Assessment of the Factors Influencing Canadian Commercial Airline Accidents.

Robert Oppenheimer, Management

Eric Gregoire

Testing the Predictive Validity and Incremental Validity of a Structured Job-Related Interview and a Cognitive Ability Test.

Tae Park, Finance

Athanassios Piliounis

Determining the Hedging Effectiveness of Currency Futures, Options on Futures and Forwards with Transaction Costs.

Bruce Prince, Management

Nada Katul

A Study of High Involvement (HI) Organization Practices in Canada.

Jerry Rosenblatt, Marketing

Camille Otrakji

Effect of Using Multimedia Computers in Business Presentations on Comprehension, Retention and Source Credibility.

Alan Saks, Management

Helen Kyriazopoulos

People and TQM Organizational Culture: A Study of the Effect of TQM Value Congruity on Job Choice Decisions.

Alan Saks, Management

Sandra Rehany

Cross-Cultural Training and Expatriate Adjustment: A Social Cognitive Theory Perspective.

Latha Shanker, Finance

Andrew Nevard

Interest Rate Risk Hedging by Canadian Financial Institutions.

Latha Shanker, Finance

Sarah Samuel

Critical Determinants in the Success or Failure of Financial Futures Contracts.

David Waldman, Management

Joyce Ribah

Understanding the TQM Process: An Integration of the Critical Components of a TQM Program.

B. INTERDISCIPLINARY TEAM GRANTS

David Waldman, Management

Mohan Gopalakrishnan, DS/MIS

Mrugank V. Thakor, Marketing

An Interdisciplinary Investigation of the Total Quality Management Factors that Predict Customer Perceptions of Quality.

Jeong B. Kim, Accounting

Tae Park, Finance

Effects of Layoffs on Analysts' Earnings Forecasts and Shareholder Wealth.